

# COLLABORATION AND NETWORKING

**“Two heads are better than one.”**

The Delaware nonprofit and volunteer communities are full of knowledgeable professionals who are willing to share advice and information. They are a valuable resource and support system for those in the Volunteer Management field. This section lists several professional organizations, both statewide and national.

## **Excellent places to start:**

State Office of Volunteerism– Volunteer Resource Center  
[www.volunteerdelaware.org](http://www.volunteerdelaware.org)  
Toll-free number: 1-800-815-5465

For New Castle County:  
Clare Garrison: 255-9899  
[Clare.garrison@state.de.us](mailto:Clare.garrison@state.de.us)

For Kent & Sussex County:  
April Willey: 857-5006  
[April.willey@state.de.us](mailto:April.willey@state.de.us)

The annual Delaware Conference on Volunteerism is held every Spring  
Contact the Office of Volunteerism for more details 1-800-815-5465

## **In this Section:**

- Information about the Delaware Association of Nonprofit Agencies (DANA)
- Information about the Delaware Association of Volunteer Administrators (DAVA)
- Grant and Funding Resources



**DELAWARE HEALTH AND SOCIAL SERVICES**  
Division of State Service Centers State Office of Volunteerism  
Governor's Commission on Community and Volunteer Service

About



DANA represents more than 225 charitable nonprofits throughout the state of Delaware. Our members include the entire spectrum of the nonprofit sector - the arts, education, health, human service, religious, and philanthropic institutions. All are committed to the strengthening of the nonprofit sector in Delaware for the benefit of the whole community - clients, providers, policy-makers, and the general public.

To learn more about DANA and all they have to offer, please visit their website:  
<http://www.delawarenonprofit.org/index.php>

To become a member, you may download a membership application from their website under the “Join” tab.



## NONPROFIT MEMBERSHIP APPLICATION

(Individuals, for-profit corporations, and organizations that have not received a nonprofit status determination letter from the IRS should complete the Associate Membership Application)

Name of Nonprofit: \_\_\_\_\_

Organization E-mail: \_\_\_\_\_

Organization Website: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, & Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Federal Employer Identification Number: \_\_\_\_\_

Chief Professional Officer: \_\_\_\_\_ Title: \_\_\_\_\_

Individual E-mail: \_\_\_\_\_

Contact Person if Different: \_\_\_\_\_ Title: \_\_\_\_\_

Individual E-mail: \_\_\_\_\_

Annual Membership Dues \$ \_\_\_\_\_ (from chart below)

One-half Due Now \$ \_\_\_\_\_ (you will be billed for the balance in six months)

ORGANIZATION'S BUDGET	ANNUAL DUES	ORGANIZATION'S BUDGET	ANNUAL DUES
\$1 - \$9,999	\$100	\$5,000,000 - \$5,999,999	\$1,300
\$10,000 - 24,999	\$125	\$6,000,000 - \$6,999,999	\$1,500
\$25,000 - 49,999	\$150	\$7,000,000 - \$7,999,999	\$1,600
\$50,000 - \$99,999	\$200	\$8,000,000 - \$8,999,999	\$1,750
\$100,000 - \$199,999	\$350	\$9,000,000 - \$9,999,999	\$1,850
\$200,000 - \$399,999	\$450	\$10,000,000 - \$10,999,999	\$1,950
\$400,000 - \$699,999	\$625	\$11,000,000 - \$11,999,999	\$2,050
\$700,000 - \$999,999	\$750	\$12,000,000 - \$12,999,999	\$2,250
\$1,000,000 - \$1,999,999	\$850	\$13,000,000 - \$13,999,999	\$2,350
\$2,000,000 - \$2,999,999	\$950	\$14,000,000 - \$14,999,999	\$2,450
\$3,000,000 - \$3,999,999	\$1,050	\$15,000,000 - \$15,999,999	\$2,650
\$4,000,000 - \$4,999,999	\$1,200	\$16,000,000 & above	\$3,000

Membership is not active until payment has been received. You may submit payment by check or charge.

☐ Check enclosed (payable to Delaware Association of Nonprofit Agencies)

☐ Charge \$ \_\_\_\_\_ to my: ☐ Visa ☐ MasterCard

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Cardholder's Name \_\_\_\_\_

**Return to:** Delaware Association of Nonprofit Agencies • 100 W. 10th Street, Suite 102 • Wilmington, DE 19801

For information on all Member Benefits, see our website at [www.delawarenonprofit.org](http://www.delawarenonprofit.org)

**100 W. 10TH STREET SUITE 102 WILMINGTON, DE 19801 302.777.5500 FAX 302.777.5386**  
**DANA@DELAWARENONPROFIT.ORG WWW.DELAWARENONPROFIT.ORG**

# Benefits of joining DANA

**\*\*This is an excerpt from [www.delawarenonprofit.org](http://www.delawarenonprofit.org)**

## Programs & Services

- [Advocacy](#)
  - [Professional Development](#)
  - [Research](#)
  - [Information & Referral](#)
- [Cost Saving Programs](#)

### Advocacy:

**Strategic Objectives:** DANA through its advocacy and public policy work attempts to develop a comprehensive, coordinated and sustained approach for action in Delaware's federal, state and local governments to improve the nonprofit sector's ability to provide quality programs and services to the citizens of Delaware.

**Nonprofit Policy Agenda:** With valued input from member agencies, DANA has created a public policy agenda that outlines key issues to be acted upon or considered by Delaware's Congressional delegation, General Assembly, Governor and/or state agencies. [Click here for a copy of the agenda](#)

**Public Policy Committee:** DANA has created a series of Task Forces to advance the work defined in the Nonprofit Agenda. Currently DANA is working on the following four issues: 1) the Image of the Nonprofit Sector, 2) the Sector's Relationship with the State, 3) Collaboration and Capacity Building in the Nonprofit Sector, and 4) Insurance Costs and their impact on nonprofit performance. [Click here if you would like to join any of these task forces](#)

### Professional Development:

**Strategic Objectives:** To provide a professional development curriculum of educational opportunities specifically designed for nonprofit executives, their boards, staffs and volunteers that are exceptional, applicable and affordable.

### Programs:

**Nonprofit Professional Development:** A full Spring and Fall curriculum of hands-on seminars which address topical concerns and help local nonprofit organizations more effectively administer the daily operations. [Click here to learn about upcoming trainings.](#)

**Leadership Delaware:** This program recruits diverse individuals and trains them to be effective volunteer leaders in Delaware by providing high quality leadership training workshops and opportunities for practical involvement in the Delaware community. [Click here to download the brochure.](#) (Word)

**Monthly Mailing:** Every month, DANA members receive a newsletter: The Sector Connector. Issues relevant to the sector as well as announcements of upcoming events and conferences are shared with all members.

**Best Practices Networking Events:** These semi-annual events showcase successful administrative and management practices while providing ongoing opportunities for executives to collaborate and share ideas and resources.

### Research:

To develop an identifiable and growing research effort that produces the body of knowledge necessary to accurately define, describe, chart and understand Delaware's nonprofit sector and the ways it can be of greatest service to Delaware.

**Delaware State Nonprofit Sector Report:** Comprehensive report of the Nonprofit Sector in Delaware. This report includes information about sources of income for nonprofits, charitable nonprofits by fields, and an overview of Delaware foundations. [Click here to order a copy.](#)

**Nonprofit Wage & Benefit Report:** A comprehensive analysis of compensation levels and benefits packages of Delaware nonprofit organizations. [Click here to order the latest edition](#) (2002-2003).

**Delaware Nonprofit Research Center:** Currently maintains the largest database of nonprofits institutions in Delaware, and conducts critical research on Delaware's nonprofit sector.

**Delaware Nonprofit Directory:** Published in 2001, this comprehensive directory is no longer in print. However, copies can be found at local libraries throughout the state. The directory features profiles of more than 1,200 nonprofit agencies, as well as an inventory of their programs and services. In addition, the directory indexes each organization by services provided, whether they provide services for Spanish-speaking clients and more.

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### Information & Referral:

To serve as the primary source of information and referrals for Delaware nonprofits.

**www.delawarenonprofit.org:** Our Web site contains electronic copies or order forms for of all DANA publications, program announcements, volunteer and job opportunities, fundraising ideas, as well as over 500 documents on all aspects of nonprofit management.

**Your Help is Needed:** A joint-venture with The News Journal, this program publishes volunteer opportunities to literally hundreds of thousands of people every Saturday in the Local Section of the newspaper. This service is for Members only. [Go to the Members Only section to post your volunteer opening.](#)

**Federal Funding Initiative:** DANA works with Delaware's Congressional Delegation to: identify federal grants that are available and appropriate to Delaware nonprofits; disseminate information to those agencies who may be eligible for those funds; coordinate collaboration among those agencies to design a fundable proposal; and work with the Delegation to review the grants and move them through the system.

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### Cost Saving Programs:

To provide a mechanism to reduce the administrative and operational expenses of nonprofit agencies so that every available dollar can be directed toward services and programs.

**Over the next few weeks, DANA will be rolling out a line of group buying programs; watch your email for alerts and check this website often!**

# Top 10 reasons to Join DANA!

Excerpt from [www.delawarenonprofit.org](http://www.delawarenonprofit.org)

## 1. Increase Your Budget:

**By joining DANA, your nonprofit's operating budget has a 500% greater chance of increasing in the next five years, than non-members!**

How do we know? We just completed a study which looked at 400 Delaware nonprofits and their operating budgets and found that 77% of DANA members saw their operating budgets increase versus 14% for non-members.

**2. A Public Policy Powerhouse:** DANA members receive the benefit of having a strong advocate for their cause at both the federal, state and local levels. Our work in protecting the charitable tax-exemption saved nonprofits based in Wilmington more than \$8 million annually. We are also working actively at the state and federal level to increase charitable giving, and to directing more government resources and contracts to nonprofits.

**3. Free Publicity:** Every day DANA promotes the good works of its members through publications like our *Delaware Nonprofit Directory*, *Your Help Is Needed* published weekly in *The News Journal*, and our Website.

**4. [www.delawarenonprofit.org](http://www.delawarenonprofit.org):** DANA's has built a world class Web site that allows direct access to the best links, resources, and information for your board, staff and organizational development.

**5. Free Technical Support:** DANA's staff prides itself in being our members first call for help on all management issues fielding more than 1,500 inquiries and requests for information annually. DANA members are assured of being only one phone call away from the right answer.

**6. Group Buying Power:** As a member you automatically receive the combined buying power of more than 300 organizations, allowing your agency to receive cost savings on a range of products and services.

**7. Discounts on all DANA Publications:** Our *Wage & Benefit Report*, *Delaware Nonprofit Directory*, and other publications not only provide accurate and important information for the effective operation of your organization, but at special discounted rates.

**8. Discounts on all DANA Conferences & Workshops:** DANA's conferences receive universal praise for their content and professional presentation. As a member you have the opportunity to learn from leading national, regional and local experts at a substantial discount.

**9. Access to Volunteers & Board Members:** DANA created the *Your Help Is Needed* column which appears every Sunday in *The News Journal*, to allow our members to promote volunteer openings for free to more than 265,000 readers. Through our Leadership Delaware program, DANA members have the opportunity to recruit qualified professionals from the public, private and nonprofit sectors to serve on their boards of directors.

**10. Experienced & Superior Staff:** DANA's staff is committed to serving your organization, and helping provide you with highest standards of service. We are here to help you and your organization in any way we can, because our mission is simple...to improve your capacity and ability to pursue your mission.



## **Delaware Association of Volunteer Administrators**

A Professional Organization for Leaders of Volunteers

Delaware Association of Volunteer Administrators is the statewide Professional Organization for Leaders of Volunteers.

Members represent a variety of public and private organizations including government, non-profit agencies, schools, cultural institutions, corporate volunteer programs and religious organizations.

Members of DAVA, are recognized as leaders in the volunteer community and are offered higher standards of recognition.

Education is a key factor concerning Volunteer Organizations, DAVA offers the highest standard of extended education for leaders.

Join now to start receiving the benefits of membership from Delaware's only professional organization for administrators of volunteers!



*Delaware Association of Volunteer Administrators (DAVA) is the statewide, Professional Organization For Leaders of Volunteers. Members represent a variety of public and private organizations including government, non-profit agencies, cultural institutions, corporate volunteer programs and religious organizations.*

### **Membership Registration Form**

***Membership year runs from September 1st – August 31st, 2016***

Please complete form and return with payment.

Name: \_\_\_\_\_ Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Referred by (optional): \_\_\_\_\_

Referrer's Title & Organization: \_\_\_\_\_

#### **Payment/Type of Membership:**

\_\_\_\_\_ \$55 - Regular (postmarked by Aug. 31, 2015)      \_\_\_\_\_ \$55 - Student  
\_\_\_\_\_ \$75 - Regular (postmarked after Aug. 31, 2015)      \_\_\_\_\_ \$55 - Emeritus (Retired from field)

Dues paid by a sponsoring organization are transferable to a designated replacement pending the approval by the membership chairperson and the executive committee and receipt of a properly completed form. A membership paid by an individual will stay with the individual. Dues are non-refundable.

#### **Volunteer with DAVA!**

##### **I would like to volunteer and assist in the following areas:**

\_\_\_\_ Membership Committee      \_\_\_\_ Marketing/PR  
\_\_\_\_ Communications Committee      \_\_\_\_ Certification in Volunteer Administration support  
\_\_\_\_ Program Committee      \_\_\_\_ Fund Development  
\_\_\_\_ Becoming a mentor      \_\_\_\_ Being a mentor

#### **Mail your completed application and payment to:**

Delaware Association of Volunteer Administrators

PO Box 2776

Wilmington, DE 19805

Checks and money orders should be made payable to DAVA



**OR APPLY ONLINE at [www.davaweb.org](http://www.davaweb.org)**

LIKE us on Facebook! Delaware Association of Volunteer Administrators



## **Fundraising and Grant Resources**

- The Foundation Center-this searchable database includes an online librarian, foundation finder, and foundation profiles.  
**[www.foundationcenter.org](http://www.foundationcenter.org)**
- The Grantmanship Center- Grant information, training, and directories of funding sources.  
**[www.tgci.com](http://www.tgci.com)**
- Look Smart Non-Profit Funding Grants- large listing of granting organizations and agencies.  
**[www.looksmart.com](http://www.looksmart.com)**
- Non-Profit Guides-grant writing tools for non-profit organizations, charitable, educational, public organizations, and other community minded groups.  
**[www.npguides.org/](http://www.npguides.org/)**
- USA.gov- official services and services from the US government.  
**[www.usa.gov/Business/Nonprofit.shtml](http://www.usa.gov/Business/Nonprofit.shtml)**
- Free Management Library-A complete integrated online library for non-profits and non-profits.  
**[www.managementhelp.org/fndrsng/np\\_raise/np\\_raise.htm](http://www.managementhelp.org/fndrsng/np_raise/np_raise.htm)**
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